

PLANNING GUIDE

ENTERPRISE 2012 - NATIONAL TRAINING CONFERENCE - SACRAMENTO CALIFORNIA

Golden Opportunities ~ Building Bridges



NCIA APRIL 1ST - 4TH 2012
NATIONAL CORRECTIONAL INDUSTRIES ASSOCIATION



www.nationalcia.org

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NCIA 2012 PLANNING GUIDE

GOLDEN OPPORTUNITIES ~ BUILDING BRIDGES

The **National Correctional Industries Association's Enterprise 2012 Conference** is an unrivaled event in the field of correctional industries.

- ◆ **Great opportunities for professional growth** while strengthening and building partnerships
- ◆ **Unique training workshops** as well as many networking opportunities
- ◆ An extensive exhibit hall allows for a **hands-on look at the most current products and services** in correctional industries

The 2012 training curriculum offers professional instruction on the following subjects vital to the success of any correctional industries program:

- ◆ **Leadership and Management**
- ◆ **Business Operations and Solutions**
- ◆ **Offender Development and Reentry**
- ◆ **Jail Work Programs**



Sacramento – A Golden Opportunity!

Sacramento is a lively cosmopolitan state capital that retains a unique Gold Rush history. The area boasts many family friendly attractions, museums, parks and gardens. You can find treasure in the area's four star restaurants, first class hotels and in every seat for Broadway musicals and local plays. Best of all is Sacramento's affordability. . . it is one of the best visitor values in California with well-priced hotel rooms and lots to do for little or no cost, like free tours of the California State Capitol building or sightseeing in historic Old Sacramento!



NCIA 2012 PLANNING GUIDE

SCHEDULE OF EVENTS

FRIDAY March 30

9:00 AM – 5:00 PM

NIC/NCIA CI Director Pilot Training
(by invitation only)
Hyatt Regency Sacramento



SATURDAY March 31

9:00 AM – 5:00 PM

NIC/NCIA CI Director Pilot Training
(by invitation only)
Hyatt Regency Sacramento

2:00 PM – 5:00 PM

Exhibitor Registration and Setup



SUNDAY April 1

8:00 AM – 6:00 PM

Conference Registration

8:00 AM – 3:00 PM

Exhibitor Registration and Setup

8:00 AM – 10:30 AM

NCIA Board of Directors Meeting

10:45 AM – 11:30 AM

NCIA Business Meeting

12:00 PM – 3:00 PM

CI Director Roundtable
(Lunch served; by invitation only)

3:30 PM – 4:45 PM

Opening Session and Keynote
Address

4:45 PM – 7:00 PM

Exhibit Hall Grand Opening and
Reception



**** All meetings and events will be held at the Sacramento Convention Center unless noted above. Schedule subject to change.**

NCIA 2012 PLANNING GUIDE

SCHEDULE OF EVENTS *Continued*

MONDAY April 2

8:00 AM – 4:30 PM

Conference Registration

8:00 AM – 9:00 AM

Vendor Spotlight/Coffee Break

9:00 AM – 10:00 AM

Exclusive Exhibit Hours

10:00 AM – 11:30 AM

Workshops A-1 through D-1

10:00 AM – 11:00 AM

NCIA Corporate Relations Meeting

11:30 AM – 1:00 PM

Exhibit Hall Lunch

1:00 PM – 2:30 PM

Workshops A-2 through D-2

2:30 PM – 4:00 PM

Exhibit Hours

3:30 PM – 5:00 PM

Workshops A-3 through D-3



TUESDAY April 3

8:00 AM – 1:30 PM

Conference Registration

8:00 AM – 10:00 AM

Exhibit Hall Coffee Break and
Exclusive Exhibit Hours

10:15 AM – 11:45 AM

Workshops A-4 through D-4

12:00 PM – 1:30 PM

Exhibit Hall Lunch

1:15 PM

Exhibit Hall Grand Prize Giveaway

1:30 PM – 10:00 PM

Exhibit Hall and Registration
Dismantle

1:45 PM – 3:15 PM

Workshops A-5 through D-5

3:30 PM – 4:15 PM

West and South Central Regional
Business Meetings
Hyatt Regency Sacramento

4:15 PM – 5:00 PM

Northeast and Central Regional
Business Meetings
Hyatt Regency Sacramento

6:45 PM – 7:30 PM

Awards Banquet Reception
Hyatt Regency Sacramento

7:30 PM – 9:30 PM

NCIA Awards Banquet
Hyatt Regency Sacramento

WEDNESDAY April 4

8:00 AM – 1:00 PM

Correctional Industries Facility Tour
hosted by California Prison Industry
Authority (CALPIA)

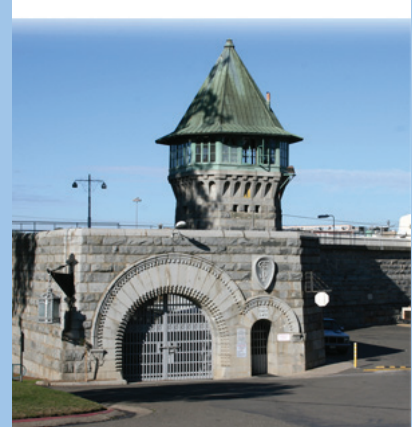
** Must sign up for tour at booth in
NCIA Registration area by noon on
Monday, April 2*

8:30 AM – 9:15 AM

Southeast Regional Business
Meeting
Hyatt Regency Sacramento

9:30 AM – 10:30 AM

NCIA 2013 Conference Planning
Meeting
Hyatt Regency Sacramento



NCIA 2012 PLANNING GUIDE

WORKSHOP TRACKS



Are Your Leaders Ready? Leadership & Management Track Chair: Charles L. Pattillo, General Manager, CALPIA

Are your leaders ready? The Leadership Challenge® – an Overview. This track will focus on the development of leaders at all levels, from entry to executive levels. Each of the five workshops will be motivating, interactive and provide tools for becoming a more effective leader. *Don't miss this golden opportunity!*

A-1: Model the Way® - *Who am I, and what is important to me?*

A-2: Inspire a Shared Vision® - *Where are we going, and why should I follow?*

A-3: Challenge the Process® - *We have always done it that way! Can we do better?*

A-4: Enable Others to Act® - *How do we help our staff improve and stay engaged?*

A-5: Encourage the Heart® - *Why is it important to recognize employee efforts?*



Solving your Operational Issues Using LEAN, Website Development, Branding and Sales and Marketing

Track Chair: Danielle Wiles, Washington State Correctional Industries

We are looking for solutions to improve our business operations. These exciting and informative workshops will provide participants with relevant technical information and best practices on implementing LEAN, developing effective websites, the benefits of branding and improved sales and marketing efforts.

B-1: Crafting a Compelling Website

B-2: The Benefits of Branding

B-3: LEAN Leadership

B-4: LEAN Six Sigma

B-5: Sales and Marketing



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NCIA 2012 PLANNING GUIDE

WORKSHOP TRACKS

Continued



TRACK C

Finding the Golden Opportunities for Reentry in Correctional Industries

Track Chair: Paul Baum, CALPIA

This track reveals the golden opportunities within Correctional Industries as the leaders in providing reentry. Even in hard economic times Correctional Industries across the nation are providing evidence-based, offender workforce-focused reentry programs without increases to their budget. Participants will receive a gold mine of knowledge, experience, tools and resources that have been introduced, implemented and proven successful in Wyoming, Minnesota, Indiana, California, and Nevada's Correctional Industries' daily operations.

C-1: Cost-Effective Ways to Enhance Reentry Initiatives

C-2: An Offender Reentry Model Proven to Reduce Recidivism

C-3: Innovative Reentry Inside Today's Correctional Industries

C-4: From Intake to Release: Reentry Services through Offender Development Programs

C-5: Roundtable: Discovering the Gold in Your Correctional Industries



TRACK D

Jail Work Programs: Bridges to the Community

Track Chair: Dean Mason, Washington State Jail Industries Board

We have all said it before; sometimes people just fall through the cracks. Releasing from jail and returning to the community may seem as simple as stepping out of the jail door and onto the street, but for many ex-offenders the cracks are right there and the chance of a fall is imminent. Jail industries and work programs can provide bridges to get people over the cracks, but every bridge has to be anchored on two sides. The workshops in this track will provide participants with information to not only develop successful jail work programs, but also the ability to connect their bridge to the programs, services and employment in the community that are necessary for a successful transition.

D-1: Industry and Reentry: One Louisiana Sheriff's Office Efforts

D-2: Offender Workforce Development in Utah County

D-3: Los Angeles County Sheriff's Department: Community Transition Reentry Center

D-4: Marion County Sheriff's Office: Work Release Center: An Inmate Program that Instills Valuable Job and Life Skills

D-5: National Institute of Corrections' Transition from Jail to Community (TJC) Initiative



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NCIA EXHIBIT HALL SCHEDULE

LATEST TECHNOLOGY, PRODUCTS AND SERVICES

Find the Latest Technology, Products and Services in the Exhibit Hall

Enterprise 2012 provides you the best opportunity to see, touch and feel the latest technologies, products and services available to Correctional Industries all under one roof in the Enterprise 2012 Exhibit Hall. Nearly 100 exhibit booths are expected at this year's conference ... where else are you going to have this golden opportunity to see it all?

Plus, the exhibit hall provides excellent networking opportunities during the complimentary meal events, access to the Internet at the Cyber Café and it's where you have to be to qualify for the grand prize giveaway!

Exhibit Hall Schedule

Sunday, April 1

4:45 PM – 7:00 PM **Exhibit Hall Grand Opening**

Monday, April 2

9:00 AM – 10:00 AM **Exclusive Exhibit Hours**

11:30 AM – 1:00 PM **Exhibit Hall Lunch**

2:30 PM – 4:00 PM **Exhibit Hours**

Tuesday, April 3

8:00 AM – 10:00 AM **Exhibit Hall Coffee Break and
Exclusive Exhibit Hours**

12:00 PM – 1:30 PM **Exhibit Hall Lunch and Grand Prize
Giveaway**

Don't Forget the Popular Vendor Spotlight!

Join your fellow Correctional Industry Colleagues on Monday, April 2 at 8:00 AM for the Vendor Spotlight and Coffee Break. Enjoy coffee and a light continental breakfast and hear a summary of what each exhibitor is bringing to you for 2012!

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EXHIBIT HALL GIVEAWAY

Play the Exhibit Hall Grand Prize Giveaway Game and qualify to win a Mobile Technology Prize Package!

- His and Her iPads
- Two iPad Accessory Packages
- iTunes Gift Cards
- And More!



How do you play?

Just look for your Exhibit Hall Grand Prize Giveaway Bingo Card in your registration packet when you pick up your badge and visit every exhibitor in the exhibit hall to get your card stamped. Make sure you visit the grand prize sponsors' booths to complete the game requirements!

How do you win?

The Grand Prize Giveaway drawing will be held at 1:15 p.m. on Tuesday, April 3rd. Enjoy lunch in the exhibit hall with a final visit to any exhibitors you haven't seen or ones that you had marked to re-visit and then just be present at the drawing to hear your name called! Remember, you must submit your card by 12:30 p.m. and you **MUST** be present at the drawing to win!

One lucky winner will walk away from Sacramento with not one, but two iPads!*

**Subject to all rules and regulations below.*

NCIA Enterprise 2012 Exhibit Hall Grand Prize Giveaway Official Rules and Regulations:

1. You **MUST** be present to win.
2. Only registered Enterprise 2012 attendees are eligible to enter.
3. Family Auxiliary registrants, conference sponsors, and exhibitors, as well as NCIA staff and their families, are not eligible to win.
4. Winners shall be required to execute an Authorization and Release Form, which shall release NCIA, its representatives, grand prize sponsors, contractors and employees from liability of any kind for claims arising out of or in connection with the Grand Prize Giveaway Game. By signing this form, the winner certifies that he/she is not barred by state law or employer regulation from receiving this prize.
5. Winners must provide their own wireless connection to access the Internet via their new iPad.
6. Entries will not be accepted after 12:30 p.m. on Tuesday, April 3, 2012.

Don't Miss These Important NCIA Business Meetings

NCIA Business Meetings keep you in the know when it comes to national issues facing our industry, new and upcoming events and member services, as well as regional issues and events.

Sunday, April 1

NCIA Board of Directors Meeting
NCIA Business Meeting

8:00 AM – 10:30 AM
10:45 AM – 11:30 AM

Monday, April 2

NCIA Corporate Relations Meeting

10:00 AM – 11:00 AM

Tuesday, April 3

West and South Central Regional Business Meetings
Northeast and Central Regional Business Meetings

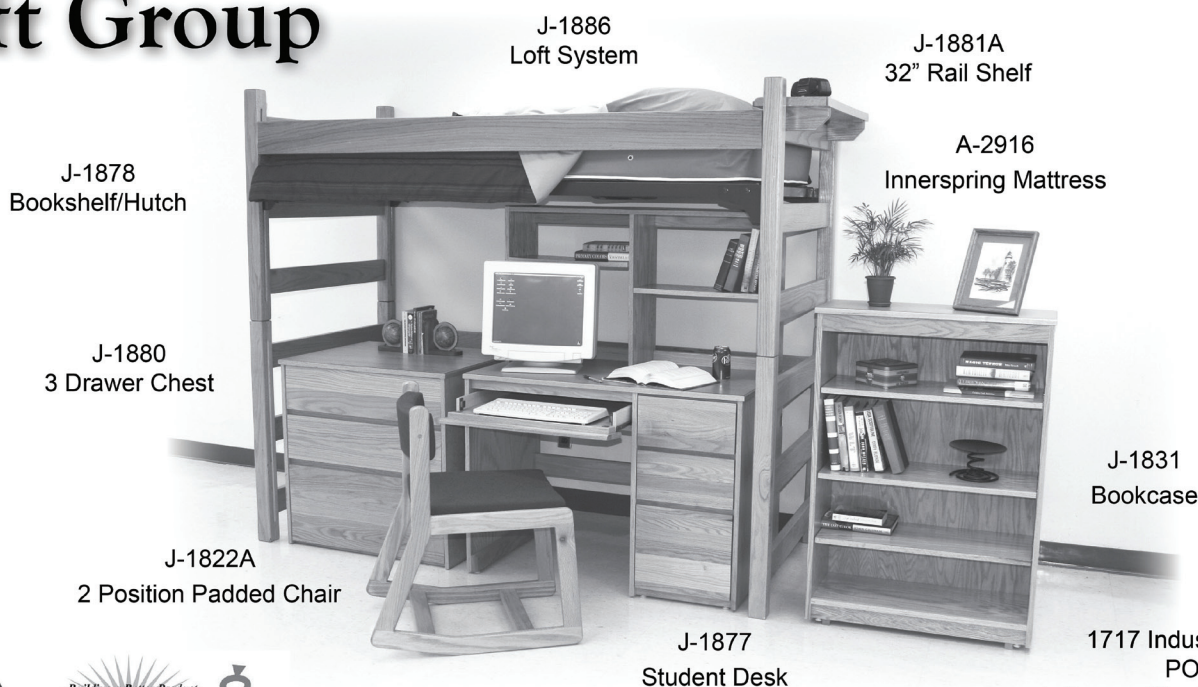
3:30 PM – 4:15 PM
4:15 PM – 5:00 PM

Wednesday, April 4

Southeast Regional Business Meetings
NCIA 2013 Conference Planning Meeting

8:30 AM – 9:15 AM
9:30 AM – 10:30 AM

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NCIA AWARDS BANQUET

HYATT REGENCY SACRAMENTO

NCIA Awards Banquet Tuesday, April 3, 2012 Hyatt Regency Sacramento

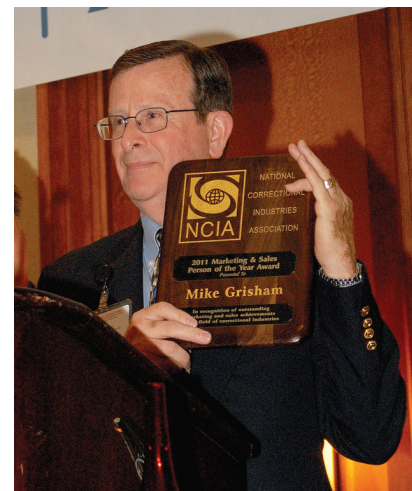
Awards Banquet Reception: 6:45 PM–7:30 PM

NCIA Awards Banquet : 7:30 PM–9:30 PM

Every year, NCIA makes a special effort to acknowledge individuals who have demonstrated extraordinary skill and leadership in their field of expertise as well as a dedication to improving Correctional Industries as a whole. Join your fellow colleagues in recognizing the 2012 award winners for all of their hard work and celebrate their achievements at the NCIA Awards Banquet.

Award categories to be announced include:

- ◆ **Rodli Award**
- ◆ **Marketing and Sales Person of the Year Award**
- ◆ **National Staff Award, Regional Staff Awards and Honor Roll of Staff Awards**
- ◆ **Annual Report Award**



For information on award nominations, criteria and other important award guidelines, please go to: www.nationalcia.org



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NCIA CALPIA FACILITY TOUR

FOLSOM STATE PRISON



California Prison Industry Authority Folsom State Prison California State Prison - Sacramento Wednesday, April 4, 2012 8:00 AM - 1:00 PM

Join us in a unique opportunity to visit the iconic Folsom State Prison. This prison boasts intriguing historical buildings, some constructed as early as 1874. Interesting facts about the prison are:

- ◆ The powerhouse provided electricity to the prison in 1893 being the first in the nation to do so
- ◆ A jogging track was built specially for "Jericho Mile" in 1978
- ◆ All of the stone used to build Folsom State Prison came from the original rock quarry
- ◆ Johnny Cash made Folsom Prison famous with the 1956 #1 hit "Folsom Prison Blues"

CALPIA has had operations at Folsom State Prison for over 50 years and employs over 500 inmates in eight enterprises: Metal fabrication, Metal Sign Shop, License Plates, Print Shop, California Assistive Technology Enterprise (Digital/Braille Services), Laundry, Modular Buildings and Construction Services.

The tour will feature an overview of Folsom State Prison and share CALPIA's enterprise management with its NCIA partners.

Make your reservations early by signing up at the Correctional Industries Tour Booth in the registration area!



The NCIA logo is displayed in a large, blue, serif font. It is positioned on the left side of a horizontal banner. The banner has a yellow background on the left and a dark blue background on the right. On the right side of the banner, there are two images: a photograph of a hotel lobby with a large potted plant and a photograph of a hotel building at night with a swimming pool in the foreground.

HYATT REGENCY SACRAMENTO

Hyatt Regency Sacramento

1209 L Street

Sacramento, CA 95814

916-443-1234

The Hyatt Regency Sacramento is situated directly across from the State Capitol and adjacent to the Sacramento Convention Center. Guests of the downtown Sacramento hotel are just steps away from the heart of the state's most vibrant cities. Within blocks of the hotel are the city's best shopping, restaurants and theatres. Walk to one of the many landmarks and museums or visit historical Old Sacramento. The luxurious rooms include an iHome stereo with iPod dock, Hyatt Grand Bed, 42" flat screen cable TV, coffeemaker, iron and ironing board, hair dryer, room service, and deluxe bath with pampering Portico products.

Reservations:

Hyatt Central Reservations: (888) 421-1442

To make reservations online: <https://resweb.passkey.com/go/NCIA2012>

Making your hotel reservation:

NCIA conference attendees can make their hotel reservations online or by phone no later than March 2, 2012 by contacting the Hyatt Regency Central Reservations directly to book their reservations or by reserving online at the link above. When calling, attendees should be sure to state that they are NCIA conference attendees in order to receive the NCIA Group Rate of \$99 plus 12% room tax (tax rate subject to change) and \$1.65 tourism assessment fee per night.

Reservations must be made by March 2, 2012, in order to receive NCIA Group Rate.

After this date, rooms may not be available at the reduced rate so you are strongly encouraged to make your room reservations early. Rooms are assigned on a first-come, first-served basis. Check-in time is 3 p.m. Check-out time is 12 noon. If you arrive before check-in, you can pre-register and the bellman will store your bags.

Guests may cancel their reservations within 24 hours prior to arrival. Cancellations less than 24 hours prior to arrival will be subject to forfeiture of one night's room and tax. In the event of a "no-show", the credit card will be charged to the equivalent of one night's stay. Upon check-in, each guest will be required to present a valid credit card, on which an amount of the sufficient pre-authorization can be obtained to cover the room and tax charges for the length of the guest's stay, plus the anticipated use of the hotel's ancillary services.

NCIA CONFERENCE REGISTRATION

Note: In order to receive the NCIA Membership Rate, your membership must be valid through March 31, 2012.

Please check the appropriate box for your registration type:

	On or Before 3/2/2012	After 3/2/2012
<input type="checkbox"/> Full Conference Registration, NCIA MEMBER	\$330	\$350
<input type="checkbox"/> Full Conference Registration, NON-MEMBER	\$375	\$395
(Non-member rate includes one-year individual NCIA membership.)		
<input type="checkbox"/> Check box if you would like to join.		
<i>Both full conference registrations include a ticket to the NCIA Awards Banquet.</i>		
<input type="checkbox"/> Family Auxiliary	\$75	\$75
<i>*Individuals are only eligible to register under this classification if they are a family member of a non-exhibitor conference registrant. Family members of the conference exhibitors must purchase one of the following registrations: full conference, one-day or exhibit hall only. This registration does not include an Awards Banquet ticket!</i>		
<input type="checkbox"/> One-Day Registration	\$130	\$150
<i>*One-Day Registrations are valid for only one day. Registrants may only purchase a single one-day pass per attendee. If they wish to attend events on more than one day, they must purchase a full conference registration. One-Day Registrations do not include an Awards Banquet ticket!</i>		

Please check the day you will be attending:

<input type="checkbox"/> 4/1	<input type="checkbox"/> 4/2	<input type="checkbox"/> 4/3
Sunday	Monday	Tuesday
<input type="checkbox"/> Closing Awards Banquet Ticket	\$60	\$60
<i>NOTE: Full conference registrations include a ticket to the NCIA Awards Banquet.</i>		

Please type or print clearly:

Attendee Name (as you wish it to appear on your registration badge)

Title (as you wish it to appear on your registration badge)

Agency Name

Address

City, State, Zip

Phone

Fax

Email Address

Website Address

Form of payment: *(Payment must accompany form.)*

All registration fees must be paid in U.S. dollars by check, money order or charged to a Visa, Mastercard or American Express only. Agency vouchers may be submitted for invoicing, but must be received by February 10, 2012 for processing. Invoiced Agency vouchers must be paid in full by March 2, 2012. Agency vouchers will not be accepted on-site. Please make checks payable to the:

National Correctional Industries Association.

Please complete the following if paying by credit card:

☐ Visa ☐ Mastercard ☐ American Express Amount \$ _____

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Exp. Date

3 or 4 Digit Security Code

Name of Card Holder (Please Print)

Signature of Card Holder

IT IS EASY TO REGISTER FOR ENTERPRISE 2012

FAX IT IN

If you are paying by credit card, fax the completed form to:
(410) 230-3981

REGISTER ONLINE

If you are paying by credit card, log onto our website at:
www.nationalcia.org
to register

PHONE IT IN

If you are paying by credit card, call NCIA's toll-free number at:
(866) 242-6285

MAIL IT IN

Simply mail the completed form with your payment to:
NCIA
1202 North Charles Street
Baltimore, MD 21201

CANCELLATION POLICY

We understand that circumstances arise that may require you to cancel. To qualify for a refund in full, the registrant must submit a written request to NCIA to be received before March 9, 2012. After March 9, 2012, a 40% refund of the conference fees will be provided upon receipt of a written request to NCIA. Written requests must be received prior to March 23, 2012. No refunds will be made after March 23, 2012.

NCIA OFFICE USE ONLY

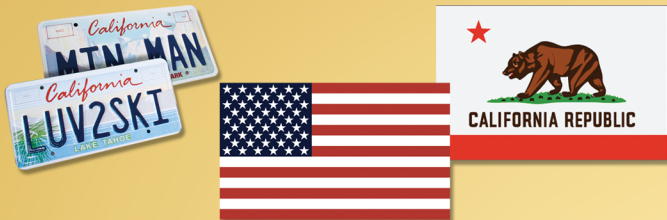
Membership Type _____ Reg. Fee \$ _____

Date _____ Member ID# _____

Total Amt. Received \$ _____

Employee's Initials _____

The California Prison Industry Authority (CALPIA) is a State-operated agency providing productive work assignments for approximately 6,000 inmates in California's adult correctional institutions. CALPIA operates over 60 service, manufacturing, and agricultural industries at 22 prisons throughout California. CALPIA is self-supporting from the sale of its products and services and does not receive an annual appropriation from the Legislature.



CALPIA programs reduce recidivism.

Recent independent studies have shown the rate at which CALPIA inmate parolees return to prison is at least 25% lower than California's general population.

CALPIA inmates pay back society.

CALPIA inmates contribute 40% of their wages (\$.30 to \$.95 per hour) to pay court-ordered restitution and fees. This helps the crime victims as well as reducing the cost of the process.

Working inmates help make prisons safer for staff.

Reducing inmate idleness has been shown to reduce violence against staff and inmates. CALPIA inmate workers must have no disciplinary actions against them in order to keep their jobs.

CALPIA supports California Business.

CALPIA purchases raw materials from California owned businesses that employ California workers and pay California taxes.



JOINT VENTURE PROGRAM

The Joint Venture Program (JVP) employs people within California's correctional system who have a strong desire to work and learn valuable skills. It offers businesses attractive benefits for employing inmates, while providing inmates with employment and enhanced job skills within prison operations – allowing them to return more successfully to society as productive citizens after serving their time.

<http://jointventureprogram.ca.gov>



International Organization for Standardization

CALPIA has received the International Standards Organization (ISO) certification for implementing quality practices and procedures in its design and manufacturing of modular office furniture and fabric enterprises.

www.iso.org



CALPIA's Inmate Employability Program encompasses a comprehensive approach in preparing inmates to obtain employment upon parole.

www.calpia.ca.gov/IEP.html



For a full description of all our products and services, go to: www.calpia.ca.gov
Please send questions and comments to: info@calpia.ca.gov

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